

Message Text

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PAGE 01 STATE 039629
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 DODE-00 PM-04 CIAE-00
INR-07 NSAE-00 /032 R

DRAFTED BY COMM/BIC/OED/SIPS/SSLEON/SG
APPROVED BY EB/OCA/CM/JJREILLY
COMM/BIC/OED/OBOD/RECOHEN
STATE/EUR/NE/NORMAN ACHILLES
DODE/NAVY/OP63/RADMBOYD (INFO)
STATE/PM/SAS/SGEIS
EUR/RPE/RBRESLER (INFO)
-----222332 004353 /64
P 222250Z FEB 77
FM SECSTATE WASHDC
TO AMEMBASSY OSLO PRIORITY
INFO AMEMBASSY BONN PRIORITY

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E.O. 11652: NA

TAGS: BEXP, NO

SUBJECT: PRODUCT OPPORTUNITY - PERISCOPE SYSTEM FOR
- SUBMARINES

1. THE GON IS IN PROCESS OF ORDERING 10 TO 20 SUBMARINES
FROM THE GERMAN FIRM HDW IN KEIL.

2. KOLLMORGEN (KOL) REPRESENTATIVE HAS ASKED STRATEGIC
INDUSTRIAL PRODUCT SALES GROUP (SIPS) AT USDOC FOR ASSIST-
ANCE IN THEIR EFFORT TO SELL 6 TO 12 MILLION DOLLARS WORTH
OF PERISCOPES FOR THE NORWAY REQUIREMENT. ACCORDING TO
KOL, IKL (LUBECK) AND BWB (KOBLENZ) HAVE MADE AN EVALUATION
OF SYSTEMS AVAILABLE AND HAVE RATED KOL AS BEST. ZEISS
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OF FRG RATED LOWER ON TECHNICAL GROUNDS AND HIGHER IN COST.
IT IS UNDERSTOOD THAT ZEISS HAS MADE PLEA TO FRG THAT IF
THEY DON'T GET THIS JOB THEY WILL HAVE TO GO OUT OF THE

PERISCOPE BUSINESS. KOL ON FEB 10 INFORMALLY ADVISED
THAT ZEISS WILL SUPPLY THE PERISCOPES EVEN THOUGH WE UNDER-
STAND NORWAY WOULD PREFER KOL PRODUCT.

3. REQUEST EMBASSY ASSIST AS PRACTICAL IN BEHALF OF U.S.
FIRM, KOL IS SOLE U.S. SOURCE AND ALSO NEEDS THE WORK.

4. FOR BONN, KOL EVALUATING FEASIBILITY OF INVOLVING
A FRG MANUFACTURER (NOT ZEISS) IN THE PROGRAM TO TRY AND
OFFSET THE ZEISS PRESSURE.

VANCE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE039629
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/SSLEON/SG
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770061-1225
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770220/aaaaarub.tel
Line Count: 70
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 13e360c3-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 07-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3262251
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - PERISCOPE SYSTEM FOR - SUBMARINES
TAGS: BEXP, NO
To: OSLO
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/13e360c3-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009